

**Year Ended March 31, 2026**

**First Quarter**

**Financial Results Briefing**



August 5 , 2025

S.T. Corporation

# Highlights of the Business Performance in 1Q of FY 3/26 <Consolidated>

## Increase in net sales and profit

	Consolidated	Sales ratio	YOY	Vs. Forecast
Net sales	¥10.9 billion	100.0%	104.4%	94.2%
Operating profit	¥0.4 billion	4.0%	-	238.9%
Ordinary profit	¥0.5 billion	5.4%	-	188.8%
Profit attributable to owners of parent	¥0.3 billion	3.2%	-	311.5%

# Highlights of the Business Performance in 1Q of FY 3/26 <Consolidated>

	FY3/25		FY3/26	
	Actual	Sales ratio	Actual	Sales ratio
Net sales	¥10.4 billion	100.0%	¥10.9 billion	100.0%
Cost of sales	¥6.5 billion	61.9%	¥6.7 billion	61.2%
Gross profit	¥3.9 billion	38.1%	¥4.2 billion	38.8%
Selling, general and administrative expenses	¥4.1 billion	39.3%	¥3.8 billion	34.8%
Operating profit	¥(0.1) billion	-	¥0.4 billion	4.0%

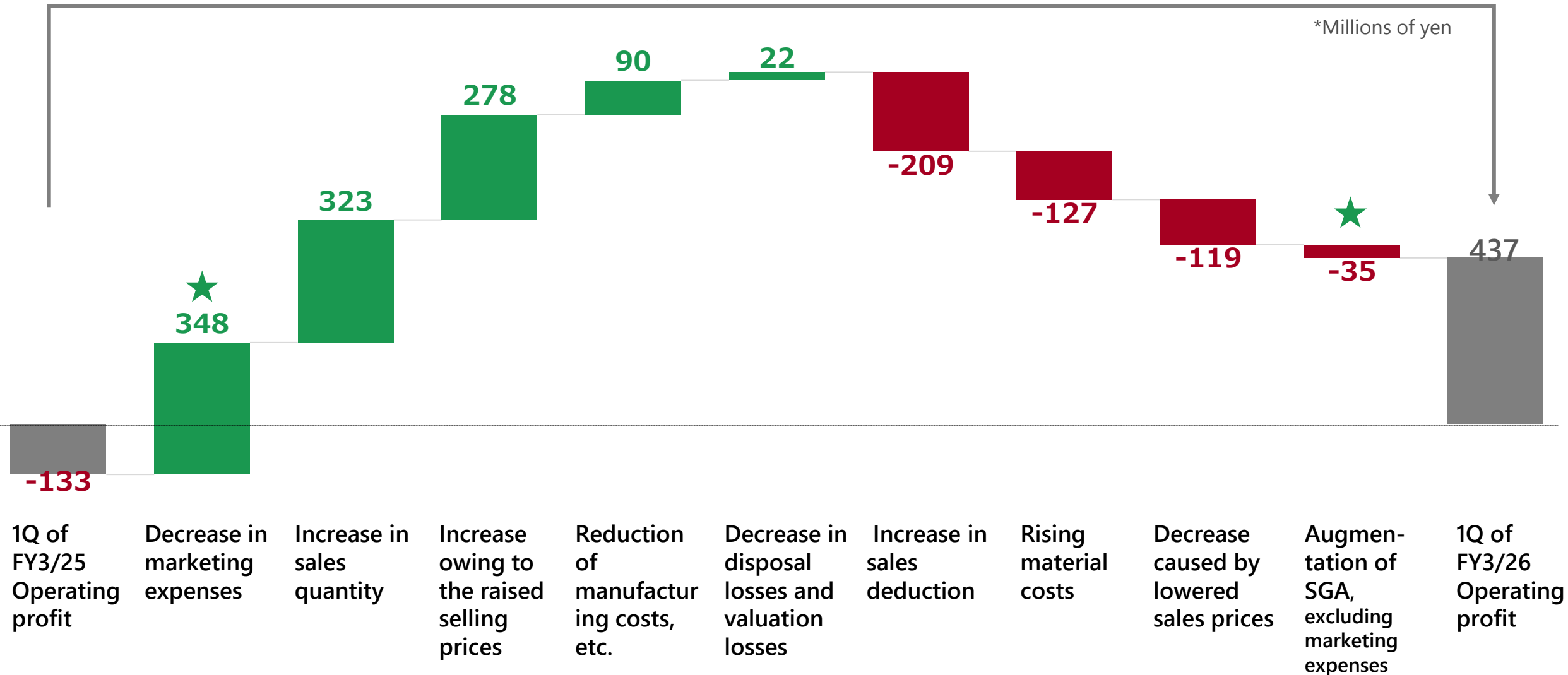
# Highlights of the Business Performance in 1Q of FY 3/26 <Consolidated> 【Sales in each Business Category】

Category		Sales	YOY	Composition ratio
AIR Care	(Deodorizers/air fresheners)	¥4.8 billion	97.3%	44.0%
PET Care	(Goods for cat litter boxes)	¥0.9 billion	163.1%	9.0%
CLOTH Care	(Mothproofing agents)	¥1.5 billion	87.4%	14.4%
HOME Care	(Food care/Cleaner etc.)	¥1.3 billion	121.0%	12.2%
HUMIDITY Control	(Dehumidifiers)	¥0.9 billion	97.8%	8.5%
THERMAL Care	(Disposable warmers)	¥0.1 billion	-	1.2%
HAND Care	(Household gloves)	¥1.1 billion	106.0%	10.7%
Total		¥10.9 billion	104.4%	100.0%

# Factors behind the Increase/Decrease in Operating Profit in 1Q of FY3/26 <Consolidated>



Increase/decrease in operating profit  
Operating Profit Increase: ¥570M



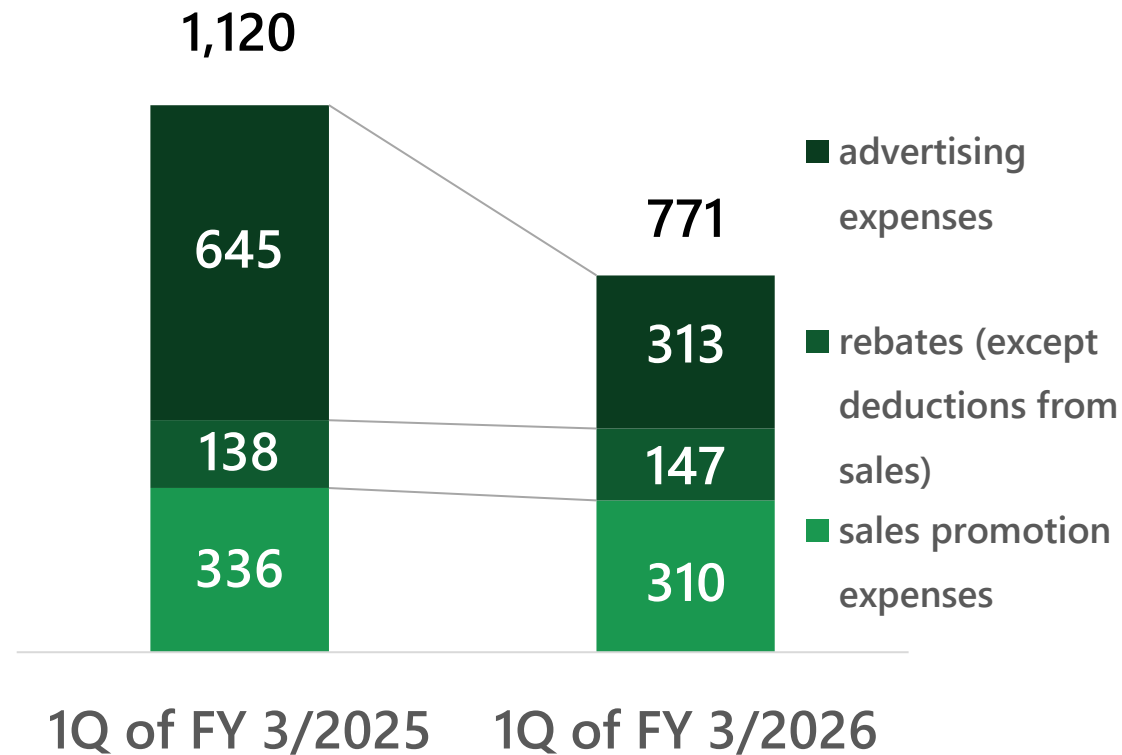
★ will be explained supplementarily on the next page.

# Breakdown of SG&A expenses in 1Q of FY 3/26 <Consolidated>

\*Millions of yen

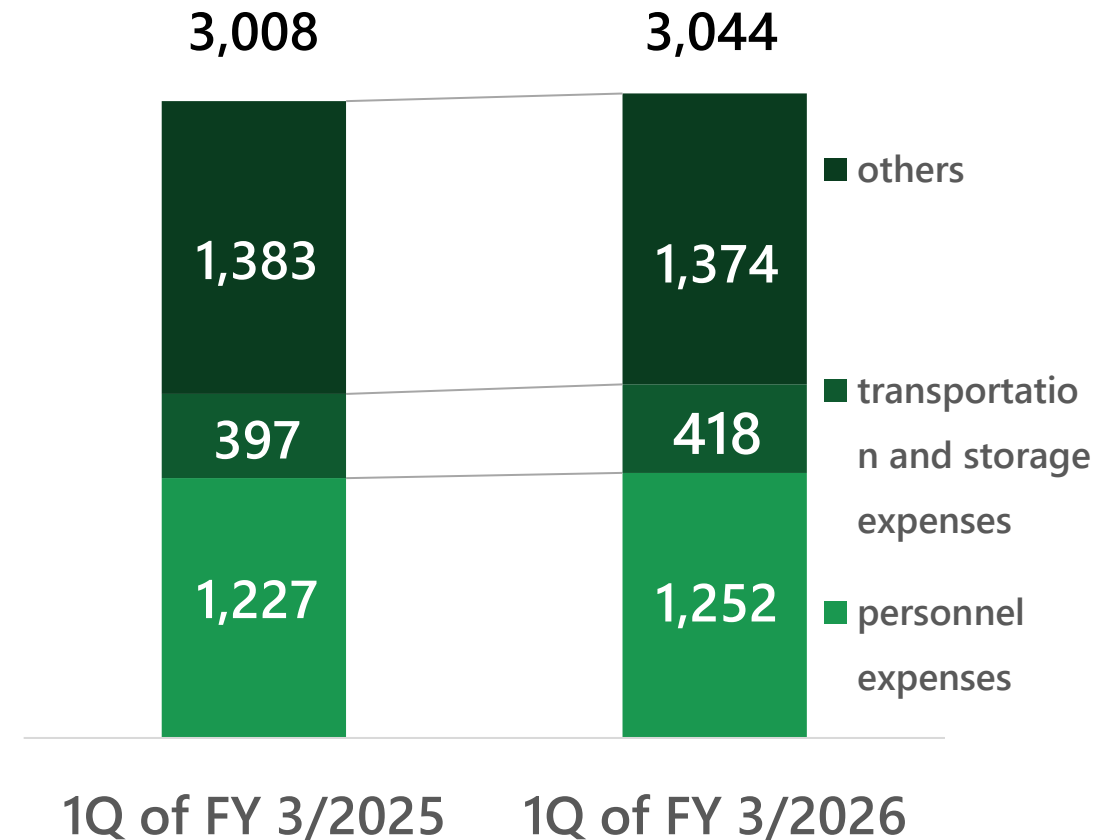
## Marketing Expenses

Decreased by ¥348 million



## Excluding Marketing Expenses

Increased by ¥35 million



# Highlights of the Business Performance in 1Q of FY 3/26

Sales revenue grew by 4.4% year on year, thanks to the significant sales growth of “KOMETOBAN” and the sales growth of PET Care business, for which we acquired the business of “NYANTOMO” in June last year. Operating profit was 437 million yen, as selling, general, and administrative expenses (SG&A) decreased through the curtailment of advertisement expenses, etc.

## < Sales >

- AIR Care: Sales declined 2.7% year on year, as the sales of “SHOSHURIKI PREMIUM AROMA FOR SLEEP” and “SHOSHURIKI COMPACT” decreased, although the sales of the regular series of “SHOSHURIKI” increased, and the performance of “SHOSHURIKI PREMIUM AROMA” and “SHOSHURIKI ION DEODORANT PLUS SCENTLESS” was healthy like in the previous fiscal year.
- PET Care: Sales rose 63.1% year on year, thanks to the sales growth of the “NYANTOMO,” which was acquired by S.T. in June last year.
- CLOTH Care: Sales declined 4.2% year on year\* in the market of mothproofing agents in spring (Feb. to Jun.), according to retail sales data. The sales in 1Q dropped 12.6% year on year, as the performance of existing core products, such as “NEOPARA ACE” and “MUSHUDA” (FOR DRAWERS AND FOR CLOSETS), was sluggish, although the sales of the “MUSHUDA NOTE” series, which is aimed at securing “cleanliness” and “simplicity.” \*SRI+ of Intage Inc.: Estimated sales of mothproofing agents, excluding those for dolls
- HOME Care: Sales grew 21.0% year on year, as the sales of “KOMETOBAN” increased by double digits thanks to the rise in interest in stockpiling of rice.
- THERMAL Care: Sales rose 165 million yen from the previous fiscal year, due to the decrease of returned products in the previous season.

## < Gross profit margin >

- Gross profit grew 258 million yen and gross profit margin improved 0.7 points, thanks to the sales growth of PET Care business, the rises in sales quantities and prices of “KOMETOBAN” and various cost reduction, despite the drop in sales of mothproofing agents.

## < SG&A Expenses >

- Marketing costs decreased 348 million yen, as we stopped advertisement in some TV programs.
- Personnel expenses augmented 25 million yen, due to salary increases associated with pay raises, etc.
- Other SG&A expenses decreased 9 million yen from the previous fiscal year. There were temporary expenses due to formulating corporate purpose in the previous fiscal year, although we posted the amortization of goodwill and trademark of “NYANTOMO” this fiscal year.

Forecast for FY 3/26 <Consolidated> **\*Unchanged**

## Increase in net sales and profit

	Consolidated	YOY
Net sales	¥52.7 billion	109.5%
Operating profit	¥2.5 billion	150.7%
Ordinary profit	¥2.8 billion	134.3%
Profit attributable to owners of parent	¥1.6 billion	56.4%

**Estimated dividend: ¥44**

\*Payout ratio: 57.4%



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**S.T. Corporation**    <https://www.st-c.co.jp/>

\*The figures are rounded down.

【Notes on the business forecasts】 The items included in this material are based on a variety of premises, and do not assure or guarantee that the numerical forecasts and policies herein will be realized.